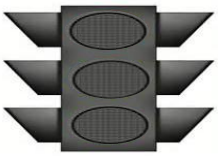
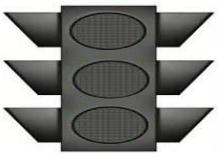
Completed Medium to Large Deals- Attraction: Total # Jobs
Economic Development

KPI Owner: Rebecca Fleischaker | **Process: Business Attraction**

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: TBD Goal: TBD Benchmark: TBD	Data Source: SalesForce Goal Source: TBD Benchmark Source: TBD	Plan-Do-Check-Act Step 1: Define the problem Measurement Method: Sum of company reported data Why Measure: Jobs added by new businesses attracted to Louisville improves local economy and aligns with Metro Goal #7 Next Improvement Step: Increase total number of jobs attracted

How Are We Doing?

Apr2010-Mar2015 5 Year Goal	Apr2010-Mar2015 5 Year Actual		Jan2015-Mar2015 Goal	Jan2015-Mar2015 Actual	
TBD	1,921		TBD	218	
Jobs	Jobs		Jobs	Jobs	

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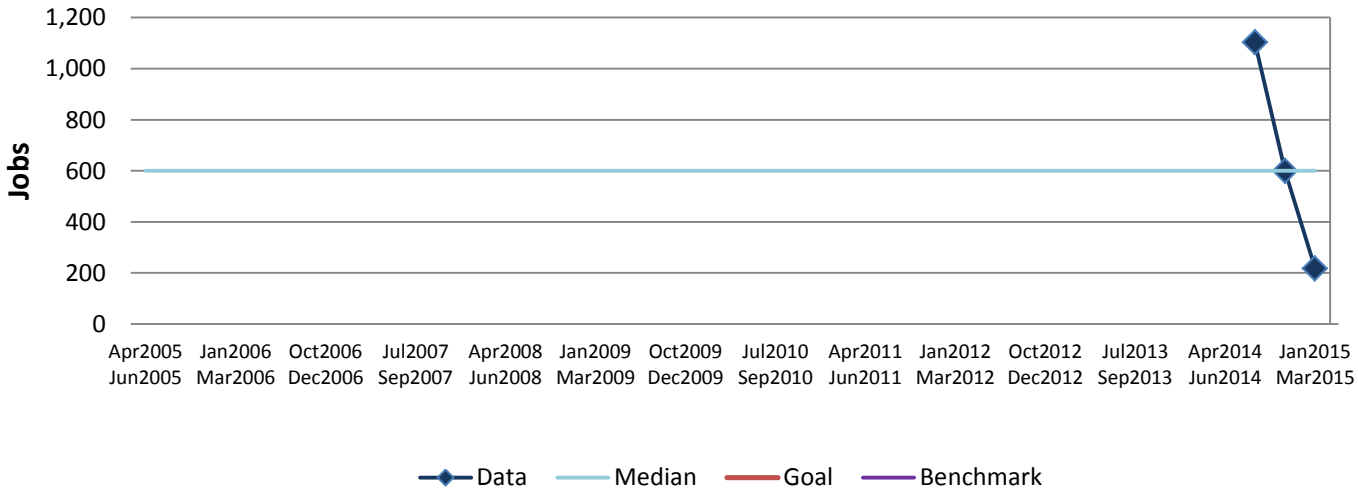
Good



The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.